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Victoria real estate market's summer season surpasses expectations

September 2, 2014, Victoria BC – The Victoria Real Estate Board today released its report on real estate activity in the Victoria area for August 2014.

609 properties sold in the region in the month of August 2014 - an increase of over 12% compared to the 540 properties sold last year in August.

2014 shows a 10.5% increase in year-to-date sales compared to last year.

"When July numbers came in higher than we expected based on the past five years of sales activity, I think a lot of people were surprised." Victoria Real Estate Board President Tim Ayres says. "But sure enough, the market outperformed last year's sales again in August and we've had the busiest August we've seen in five years."

The MLS® Home Price Index (HPI) benchmark value for a single family home in the Victoria Core this time last year was \$486,900 – this month tracks an increase of just under 1%, which brings the benchmark value up to \$491,500. Condominiums and townhouses in Greater Victoria each show a 2.5% increase in value over last year.

"We've seen balanced market conditions for 6 months now," adds President Ayres, "This means we're not in a buyer's or a seller's market, but in an extended term of stable prices due to the ratio of available property for sale to the amount of sales. It's a great place for sellers and buyers."

Victoria Real Estate Board President Tim Ayres is available for comment. More information on the August 2014 report and the MLS® HPI is available from the Victoria Real Estate Board.

About VREB – Founded in 1921, the Victoria Real Estate Board is a key player in the development of standards and innovative programs that enhance the professionalism and community standing of REALTORS®. The Victoria Real Estate Board represents more than 1,200 local REALTORS®.

Contact:

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August 2014 **Statistics Package for Media**

Previous Periods Comparison of Unit Sales, Average Prices and Median Prices

Sales by Property Type					This Mon	th					Last Month		This Month Last Year		
				2	014 - Aug	ust					2014 - July		2013 - August		
	Units	LM%	LY%	Average\$	LM%	LY%	Median\$	LM%	LY%	Units	Average\$	Median\$	Units	Average\$	Median\$
Single Family Greater Victoria	306	-13.6%	18.6%	\$618,480	3.1%	4.3%	\$541,450	-1.6%	0.3%	354	\$599,734	\$550,000	258	\$592,939	\$540,000
Single Family Other Areas	38	-7.3%	-24.0%	\$532,551	-10.0%	19.2%	\$446,250	-0.8%	9.4%	41	\$591,933	\$450,000	50	\$446,681	\$408,000
Single Family Total All Areas	344	-12.9%	11.7%	\$608,988	1.7%	7.0%	\$530,000	-2.3%	0.0%	395	\$598,925	\$542,750	308	\$569,196	\$529,950
Condos	151	0.7%	20.8%	\$321,081	0.6%	-6.5%	\$270,500	2.5%	-5.7%	150	\$319,036	\$264,000	125	\$343,343	\$287,000
Townhouses	56	-30.9%	-20.0%	\$397,455	-3.6%	-5.1%	\$370,000	-7.5%	-10.8%	81	\$412,386	\$400,000	70	\$419,030	\$415,000
Manufactured Homes	17	-5.6%	6.3%	\$108,082	9.8%	24.8%	\$100,000	11.2%	53.8%	18	\$98,433	\$89,950	16	\$86,638	\$65,000
Total Residential	568	-11.8%	9.4%							644			519		
Total Sales	609	-10.6%	12.8%							681			540		
Active Listings	4,316	-5.6%	-6.0%							4,570			4,593		

Legend

Units: net number of listings sold LM%: percentage change since Last Month LY%: percentage change since This Month Last Year Average\$; average selling price Median\$: median selling price Active Listings: total listings on the market at midnight on the last day of the month

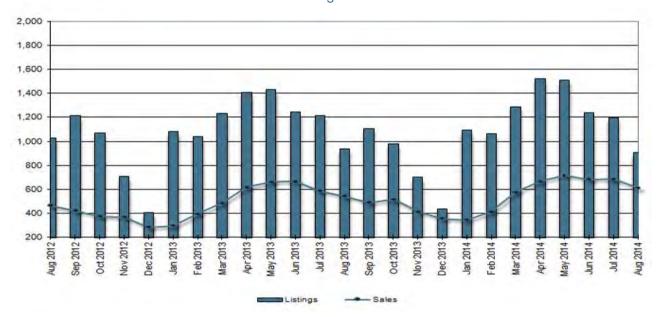
Previous Periods Comparison of MLS® HPI Benchmark Prices and MLS® HPI Index Values

Commonly Quoted Benchmark Home	August 2014	July 2014	August 2013	August 2014	July 2014	August 2013	LM%	LY%
	Benchmark	Benchmark	Benchmark	Index Value	Index Value	Index Value		
	Price	Price	Price					
Single Family Benchmark Home: Greater Victoria	\$491,500	\$497,800	\$486,900	139.1	140.9	137.8	-1.3%	0.9%
Single Family Benchmark Home: Core	\$554,300	\$562,000	\$550,500	144.5	146.5	143.5	-1.4%	0.7%
Single Family Benchmark Home: Westshore	\$415,600	\$414,300	\$414,600	135.1	134.7	134.8	0.3%	0.2%
Single Family Benchmark Home: Peninsula	\$521,400	\$526,300	\$508,700	136.2	137.5	132.9	-0.9%	2.5%
Condo Benchmark Home: Greater Victoria	\$290,300	\$287,500	\$283,300	143.5	142.1	140.0	1.0%	2.5%
Townhouse Benchmark Home: Greater Victoria	\$406,400	\$401,200	\$396,500	140.1	138.3	136.7	1.3%	2.5%

	Current Month:	August 2014
	Last Month:	July 2014
Legend	Last Year:	August 2013
	LM%:	Percentage change between current month and last month
	LY%:	Percentage change between current month and same month last year



Total new MLS® listings and total MLS® sales



The line is the total number of sales per month from the entire VREB district.

The bars represent the number of total monthly listings.



MLS® HPI benchmark and value - Single Family Homes

The Victoria Real Estate Board uses the MLS® Home Price Index (MLS® HPI) to report on property values. The MLS® HPI uses the concept of a benchmark home, a notional home with common attributes of typical homes in a defined area.

Through the analysis of ten years of Victoria Real Estate Board MLS® sales data, the MLS® HPI defined benchmark homes for Victoria in each category (single family homes, townhouses, condos) and for each neighbourhood. The benchmark starting point was 2005, where each type of property and neighbourhood was assigned an index value of 100.



Area VREB Area Summary

Benchmark Performance over Time Select Date Range: **Area/Property Type Selection Tool** All values To Select Multiple Options: Hold CTRL and click the selections below **Property Type** 600.000 Family Single Family Townhouse Single Family 2 Storey Storey Benchmark (\$) 000,000 000,000 Victoria REB Core Westshore 300.000 Jan 2008 Jan 2010 Jan 2012 Jan 2014 Jan 2006 Peninsula Gulf Islands Core, Single Family - All Westshore, Single Family - All Peninsula, Single Family - All Malahat & Area Victoria REB, Single Family - All

HPI or Benchmark (Applies to all tabs)

OHPI

Area VREB District Summary

Property Type Single Family - All

Benchmark

	Ben	chmark by T	imeframe an	d Property T	ype: Single F	amily - All		
	August 2014	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$491,500	\$497,800	\$498,500	\$483,400	\$486,900	\$516,900	\$504,900	\$353,300
Victoria	\$534,000	\$539,900	\$547,300	\$534,000	\$541,400	\$557,600	\$539,500	\$369,800
Victoria West	\$415,800	\$431,100	\$429,700	\$396,900	\$409,300	\$431,900	\$418,900	\$282,300
Oak Bay	\$761,100	\$772,700	\$783,200	\$754,000	\$739,100	\$777,100	\$755,600	\$552,000
Esquimalt	\$434,300	\$442,700	\$444,400	\$412,900	\$430,800	\$455,700	\$440,600	\$297,300
View Royal	\$505,100	\$509,600	\$517,100	\$502,400	\$504,800	\$523,200	\$520,500	\$341,500
Saanich East	\$576,100	\$582,800	\$589,100	\$568,200	\$567,400	\$600,500	\$574,500	\$394,300
Saanich West	\$482,200	\$491,200	\$497,200	\$476,800	\$482,500	\$506,600	\$496,200	\$333,900
Sooke	\$354,400	\$355,500	\$351,600	\$346,700	\$350,000	\$371,500	\$369,600	\$272,800
Langford	\$420,100	\$417,000	\$419,100	\$415,700	\$419,400	\$448,700	\$440,100	\$308,200
Metchosin	\$593,800	\$598,800	\$601,500	\$593,300	\$589,700	\$634,100	\$628,200	\$453,300
Colwood	\$447,000	\$447,400	\$454,700	\$435,500	\$451,500	\$488,500	\$479,500	\$321,400
Highlands	\$814,600	\$814,600	\$815,300	\$782,300	\$775,600	\$918,200	\$928,900	\$672,700
North Saanich	\$614,000	\$620,700	\$619,800	\$587,800	\$592,100	\$651,700	\$651,200	\$476,400
Sidney	\$434,500	\$443,000	\$445,800	\$409,600	\$415,600	\$445,800	\$440,800	\$314,800
Central Saanich	\$507,900	\$507,600	\$510,100	\$499,700	\$506,100	\$529,900	\$532,000	\$359,700
ML Malahat & Area	\$373,000	\$382,300	\$357,800	\$363,000	\$359,500	\$391,500	\$383,500	\$275,900
GI Gulf Islands	\$327,500	\$340,400	\$350,000	\$329,200	\$338,600	\$368,500	\$363,200	\$293,200

HPI or Benchmark (Applies to all tabs)

• HPI

Area

VREB District Summary

Property Type Single Family - All

O Benchmark

		HPI by Time	frame and Pr	operty Type	: Single Fami	ly - All		
	August 2014	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	139.1	140.9	141.1	136.8	137.8	146.3	142.9	100.0
Victoria	144.4	146.0	148.0	144.4	146.4	150.8	145.9	100.0
Victoria West	147.3	152.7	152.2	140.6	145.0	153.0	148.4	100.0
Oak Bay	137.9	140.0	141.9	136.6	133.9	140.8	136.9	100.0
Esquimalt	146.1	148.9	149.5	138.9	144.9	153.3	148.2	100.0
View Royal	147.9	149.2	151.4	147.1	147.8	153.2	152.4	100.0
Saanich East	146.1	147.8	149.4	144.1	143.9	152.3	145.7	100.0
Saanich West	144.4	147.1	148.9	142.8	144.5	151.7	148.6	100.0
Sooke	129.9	130.3	128.9	127.1	128.3	136.2	135.5	100.0
Langford	136.3	135.3	136.0	134.9	136.1	145.6	142.8	100.0
Metchosin	131.0	132.1	132.7	130.9	130.1	139.9	138.6	100.0
Colwood	139.1	139.2	141.5	135.5	140.5	152.0	149.2	100.0
Highlands	121.1	121.1	121.2	116.3	115.3	136.5	138.1	100.0
North Saanich	128.9	130.3	130.1	123.4	124.3	136.8	136.7	100.0
Sidney	138.0	140.7	141.6	130.1	132.0	141.6	140.0	100.0
Central Saanich	141.2	141.1	141.8	138.9	140.7	147.3	147.9	100.0
ML Malahat & Area	135.2	138.6	129.7	131.6	130.3	141.9	139.0	100.0
GI Gulf Islands	111.7	116.1	119.4	112.3	115.5	125.7	123.9	100.0



Area VREB District Summary

Property Type Condo Apartment

		Benchmark	by Timeframe	and Propert	y Type: Cond	o Apartment		
	August 2014	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$290,300	\$287,500	\$282,800	\$277,200	\$283,300	\$302,500	\$297,800	\$202,300
Victoria	\$279,600	\$273,400	\$268,800	\$259,100	\$262,800	\$281,700	\$277,900	\$189,900
Victoria West	\$463,500	\$457,000	\$447,200	\$445,800	\$449,200	\$482,100	\$472,300	\$338,800
Oak Bay	\$295,500	\$305,200	\$322,500	\$328,200	\$329,200	\$342,400	\$343,600	\$248,100
Esquimalt	\$243,200	\$246,200	\$239,000	\$235,100	\$241,800	\$256,600	\$229,700	\$155,700
View Royal	\$327,800	\$323,900	\$317,300	\$324,500	\$328,000	\$347,800	\$335,500	\$233,000
Saanich East	\$237,200	\$244,500	\$245,600	\$239,200	\$253,700	\$269,800	\$260,200	\$165,400
Saanich West	\$212,900	\$216,200	\$212,300	\$203,500	\$220,800	\$237,200	\$228,600	\$144,800
Langford	\$258,000	\$253,000	\$246,600	\$257,800	\$261,200	\$266,000	\$267,000	\$186,800
Colwood	\$233,400	\$227,900	\$222,900	\$233,700	\$239,800	\$251,700	\$243,100	\$165,400
Sidney	\$316,700	\$312,300	\$295,200	\$282,000	\$284,300	\$315,500	\$324,800	\$231,300



Area VREB District Summary

Property Type Condo Apartment

		HPI by T	imeframe and	d Property Ty	pe: Condo Ap	partment		
	August 2014	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	143.5	142.1	139.8	137.0	140.0	149.5	147.2	100.0
Victoria	147.3	144.0	141.6	136.5	138.4	148.4	146.4	100.0
Victoria West	136.8	134.9	132.0	131.6	132.6	142.3	139.4	100.0
Oak Bay	119.1	123.0	130.0	132.3	132.7	138.0	138.5	100.0
Esquimalt	156.2	158.1	153.5	151.0	155.3	164.8	147.5	100.0
View Royal	140.7	139.0	136.2	139.3	140.8	149.3	144.0	100.0
Saanich East	143.4	147.8	148.5	144.6	153.4	163.1	157.3	100.0
Saanich West	147.0	149.3	146.6	140.5	152.5	163.8	157.9	100.0
Langford	138.1	135.4	132.0	138.0	139.8	142.4	142.9	100.0
Colwood	141.1	137.8	134.8	141.3	145.0	152.2	147.0	100.0
Sidney	136.9	135.0	127.6	121.9	122.9	136.4	140.4	100.0



Area VREB District Summary

Property Type Townhouse

	E	Benchmark b	y Timeframe	and Proper	ty Type: Tow	nhouse		
	August 2014	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	\$406,400	\$401,200	\$408,100	\$401,500	\$396,500	\$412,500	\$415,700	\$290,100
Victoria	\$414,100	\$405,300	\$419,900	\$410,400	\$391,500	\$423,300	\$407,000	\$286,400
Victoria West	\$293,900	\$292,800	\$298,600	\$297,500	\$296,700	\$303,200	\$286,900	\$189,400
Oak Bay	\$521,000	\$520,200	\$529,000	\$518,600	\$492,000	\$563,300	\$556,800	\$402,900
Esquimalt	\$344,900	\$342,400	\$348,400	\$340,000	\$339,100	\$344,600	\$330,900	\$221,300
View Royal	\$402,900	\$396,000	\$398,800	\$389,200	\$375,700	\$389,700	\$378,700	\$254,900
Saanich East	\$498,900	\$497,100	\$505,100	\$489,600	\$483,100	\$503,600	\$502,500	\$360,200
Saanich West	\$426,800	\$423,600	\$428,500	\$417,900	\$417,900	\$420,800	\$411,600	\$286,000
Sooke	\$350,700	\$338,400	\$345,300	\$348,100	\$349,300	\$355,000	\$396,300	\$286,800
Langford	\$321,700	\$310,300	\$320,400	\$320,900	\$324,200	\$331,300	\$360,700	\$253,100
Colwood	\$362,400	\$354,400	\$360,100	\$367,200	\$365,800	\$379,900	\$405,200	\$283,500
Sidney	\$370,900	\$365,600	\$373,400	\$357,000	\$364,500	\$383,700	\$375,100	\$277,800
Central Saanich	\$412,500	\$412,200	\$419,800	\$406,000	\$399,800	\$410,700	\$422,500	\$294,000
ML Malahat & Area	\$344,000	\$352,100	\$332,900	\$355,800	\$342,700	\$370,200	\$400,000	\$252,200
GI Gulf Islands	\$365,300	\$354,800	\$371,400	\$388,900	\$415,000	\$446,200	\$474,000	\$292,200

Area VREB District Summary

Property Type Townhouse

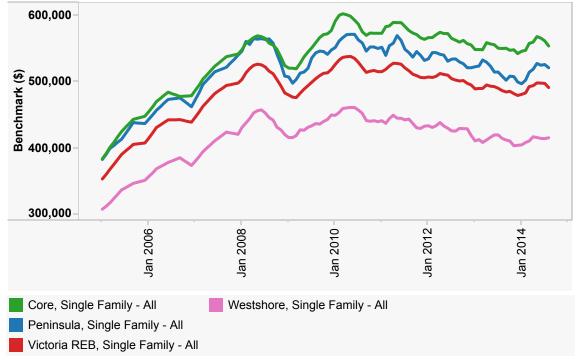
		HPI by Ti	meframe and	d Property Ty	/pe: Townho	use		
	August 2014	1 Month Ago	3 Months Ago	6 Months Ago	12 Months Ago	36 Months Ago	60 Months Ago	January 2005
Victoria REB	140.1	138.3	140.7	138.4	136.7	142.2	143.3	100.0
Victoria	144.6	141.5	146.6	143.3	136.7	147.8	142.1	100.0
Victoria West	155.2	154.6	157.7	157.1	156.7	160.1	151.5	100.0
Oak Bay	129.3	129.1	131.3	128.7	122.1	139.8	138.2	100.0
Esquimalt	155.8	154.7	157.4	153.6	153.2	155.7	149.5	100.0
View Royal	158.1	155.4	156.5	152.7	147.4	152.9	148.6	100.0
Saanich East	138.5	138.0	140.2	135.9	134.1	139.8	139.5	100.0
Saanich West	149.2	148.1	149.8	146.1	146.1	147.1	143.9	100.0
Sooke	122.3	118.0	120.4	121.4	121.8	123.8	138.2	100.0
Langford	127.1	122.6	126.6	126.8	128.1	130.9	142.5	100.0
Colwood	127.8	125.0	127.0	129.5	129.0	134.0	142.9	100.0
Sidney	133.5	131.6	134.4	128.5	131.2	138.1	135.0	100.0
Central Saanich	140.3	140.2	142.8	138.1	136.0	139.7	143.7	100.0
ML Malahat & Area	136.4	139.6	132.0	141.1	135.9	146.8	158.6	100.0
GI Gulf Islands	125.0	121.4	127.1	133.1	142.0	152.7	162.2	100.0



Benchmark Performance over Time

Select Date Range:

All values



Area/Property Type Selection Tool

To Select Multiple Options: Hold CTRL and click the selections below

		Р	ropert	у Тур	е	
Area	Single Family -	Single Family - 1 Storey	Single Family - 2 Storey	Townhouse	Condo Apartment	Composite
Victoria REB		0	0	0	0	0
Core		0			0	0
Westshore		0	0		0	0
Peninsula		0	0	0	0	0
Gulf Islands	0	0	0	0		0
Malahat & Area	0	0	0			0



Benchmark Performance over Time

Select Date Range:

All values



Area/Property Type Selection Tool

To Select Multiple Options:Hold CTRL and click the selections below

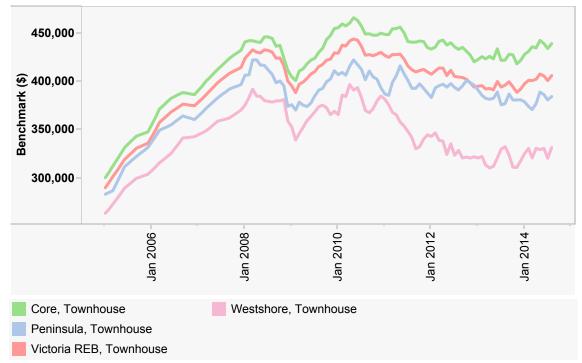
			Р	ropert	у Тур	е	
Area	: - -	Single Family - All	Single Family - 1 Storey	Single Family - 2 Storey	Townhouse	Condo Apartment	Composite
Victoria REB		0	0	0	0		0
Core		0	0	0			0
Westshore		0		0			0
Peninsula		0	0	0	0		0
Gulf Islands		0		0	0		0
Malahat & Area	a	0	0	0	0		0



Benchmark Performance over Time

Select Date Range:

All values



Area/Property Type Selection Tool

To Select Multiple Options:
Hold CTRL and click the selections below

Property Type

- All Family - Single Family - Single Family - Storey

Core

Westshore

Peninsula

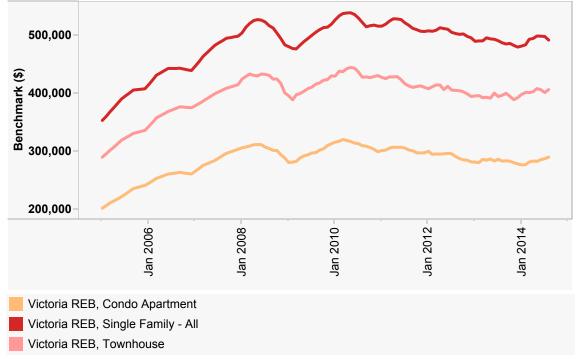
Gulf Islands

Malahat & Area



Benchmark Performance over Time

Select Date Range: All values



Area/Property Type Selection Tool

To Select Multiple Options: Hold CTRL and click the selections below

			ropert	у Тур	е	
Area	Single Family -	Single Family - 1 Storey	Single Family - 2 Storey	Townhouse	Condo Apartment	Composite
Victoria REB		0	0			0
Core			0		0	0
Westshore			0		0	0
Peninsula	0	0	0	0	0	0
Gulf Islands	0	0	0	0		0
Malahat & Area	0	0	0	0		

Monthly Sales Summary

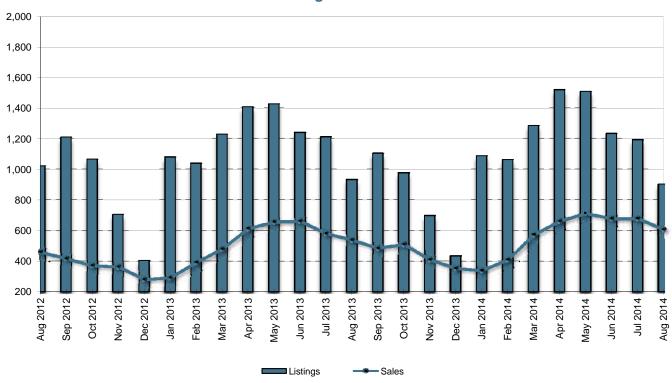
31	\$19,358,500
2	\$830,000
16	\$14,064,500
8	\$3,075,500
7	\$4,022,400
71	\$45,534,960
31	\$16,636,700
17	\$10,487,400
18	\$12,400,200
10	\$4,422,700
1	\$732,000
16	\$8,013,600
39	\$20,904,877
2	\$882,000
21	\$8,432,500
16	\$19,457,000
306	\$189,254,837
3	\$987,000
	\$11,747,600
	\$3,267,347
	\$4,235,000
	\$20,236,947
-	\$209,491,784
U. .	,_,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
54	\$19,933,100
11	\$4,312,600
3	\$1,244,000
8	\$1,701,388
5	\$1,357,000
29	\$7,080,398
6	\$1,562,000
3	\$742,000
7	\$3,124,500
	\$408,000
2	
15	\$4,440,500
15 1	\$4,440,500 \$152,000
15	\$4,440,500
15 1	\$4,440,500 \$152,000
	2 16 8 7 71 31 17 18 10 1 16 39 2 21 16 306 3 21 9 5 38 344

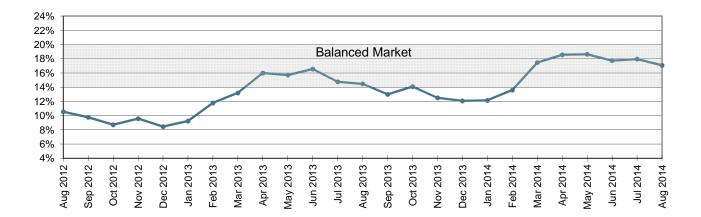
Region District	Units	Total Volume
Townhouse		
Greater Victoria		
Victoria	8	\$4,565,900
Victoria West	1	\$405,000
Esquimalt	2	\$655,000
View Royal	6	\$2,490,000
Saanich East	5	\$2,025,000
Saanich West	6	\$2,598,000
Central Saanich	5	\$2,026,400
North Saanich	1	\$449,900
Sidney	5	\$1,331,000
Colwood	5	\$2,276,000
Langford	5	\$1,524,500
Sooke	2	\$627,900
Waterfront (all districts)	4	\$1,178,900
Total Greater Victoria Other Areas	55	\$22,153,500
UpIsland / Mainland	1	\$104,000
Total Other Areas	1	\$104,000
Total Townhouse	56	\$22,257,500
Manufactured Homes		
Greater Victoria		
View Royal	3	\$351,000
Central Saanich	3	\$534,400
Langford	4	\$319,500
Sooke	4	\$369,000
Waterfront (all districts)	1	\$105,000
Total Greater Victoria Other Areas	15	\$1,678,900
Shawnigan Lake / Malahat	1	\$100,000
UpIsland / Mainland	1	\$58,500
Total Other Areas	2	\$158,500
Total Manufactured Homes	17	\$1,837,400
Total Residential	568	\$282,069,970
i otal Residelitial	300	ψ 2 02,009,970

2	\$1,180,000
1	\$262,500
	\$400,000
2	\$507,500
1	\$385,000
1	\$294,900
1	\$146,000
2	\$1,283,000
1	\$332,500
12	\$4,791,400
3	\$2,550,000
8	\$1,089,500
1	\$280,000
12	\$3,919,500
24	\$8,710,900
17	\$7,508,427
609	\$298,289,297
	1 2 1 1 2 1 12 24 17



Total New MLS® Listings and Total MLS® Sales





The Sales to Active Listings Ratio

This chart tracks the ratio of total residential sales over total active residential listings at month-end for each of the last 25 months.

The active listing count and the sales count can be viewed as indicators of housing supply and demand respectively. Observing the ratio between them can thus help indicate a "buyers' market", where there is sustained downward pressure on prices, and a "sellers' market", where there is sustained upward pressure on prices.

Based on a regression analysis performed by the Economics Department of the BC Real Estate Association in each market area of the province, the Sales to Active Listings Ratio for Victoria can be interpreted as follows:

- below 14%, there is downward pressure on prices (buyers' market)
- above 20%, there is upward pressure on prices (sellers' market)
- in the 14-20% range, there is little pressure on prices either way (balanced market)

Monthly Comparative Activity By Property Type

		Current Month		Year To Date				
	This Year	Last Year	% Change	This Year	Last Year	% Change		
Single Family - Residential								
Units Listed	355	360	-1 %	4137	4001	3 %		
Units Sold	285	248	15 %	2258	2052	10 %		
Sell/List Ratio	80 %	69 %		55 %	51 %			
Sales Dollars	\$157,584,107	\$135,993,968	16 %	\$1,278,171,754	\$1,149,700,906	11 %		
Average Price / Unit	\$552,927	\$548,363	1 %	\$566,064	\$560,283	1 %		
Price Ratio	97 %	97 %		98 %	97 %			
Days To Sell	65	75	-14 %	58	63	-8 %		
Active Listings at Month End	1277	1379	-7 %					
Single Family - Residential W	aterfront							
Units Listed	48	46	4 %	432	406	6 %		
Units Sold	21	18	17 %	147	118	25 %		
Sell/List Ratio	44 %	39 %		34 %	29 %			
Sales Dollars	\$23,692,000	\$12,350,300	92 %	\$161,589,339	\$129,905,900	24 %		
Average Price / Unit	\$1,128,190	\$686,128	64 %	\$1,099,247	\$1,100,897	0 %		
Price Ratio	91 %	93 %		93 %	92 %			
Days To Sell	183	98	87 %	131	114	16 %		
Active Listings at Month End	325	301	8 %					
Single Family - Residential Ac	creage							
Units Listed	44	62	-29 %	540	568	-5 %		
Units Sold	33	30	10 %	224	196	14 %		
Sell/List Ratio	75 %	48 %		41 %	35 %			
Sales Dollars	\$25,621,177	\$22,136,400	16 %	\$157,426,847	\$127,899,370	23 %		
Average Price / Unit	\$776,399	\$737,880	5 %	\$702,798	\$652,548	8 %		
Price Ratio	96 %	96 %		96 %	95 %			
Days To Sell	106	99	7 %	101	106	-5 %		
Active Listings at Month End	319	349	-9 %					
Condominium								
Units Listed	217	222	-2 %	2312	2218	4 %		
Units Sold	151	125	21 %	1132	1021	11 %		
Sell/List Ratio	70 %	56 %		49 %	46 %			
Sales Dollars	\$48,483,286	\$42,917,850	13 %	\$361,870,294	\$309,971,442	17 %		
Average Price / Unit	\$321,081	\$343,343	-6 %	\$319,673	\$303,596	5 %		
Price Ratio	97 %	97 %		97 %	96 %			
Days To Sell	69	83	-17 %	69	78	-11 %		
Active Listings at Month End	866	935	-7 %					

		urrent Month		Year To Date				
	This Year	Last Year	% Change	This Year	Last Year	% Change		
Townhouse								
Units Listed	85	92	-8 %	945	954	-1 %		
Units Sold	56	70	-20 %	507	481	5 %		
Sell/List Ratio	66 %	76 %		54 %	50 %			
Sales Dollars	\$22,257,500	\$29,332,133	-24 %	\$207,076,826	\$199,618,814	4 %		
Average Price / Unit	\$397,455	\$419,030	-5 %	\$408,436	\$415,008	-2 %		
Price Ratio	98 %	98 %		98 %	97 %			
Days To Sell	75	69	9 %	67	78	-14 %		
Active Listings at Month End	335	398	-16 %					
Strata Duplex (Up and Down))							
Units Listed	0	2	-100 %	7	15	-53 %		
Units Sold	0	1	-100 %	3	3	0 %		
Sell/List Ratio	%	50 %		43 %	20 %			
Sales Dollars	\$0	\$353,500	-100 %	\$946,000	\$1,083,000	-13 %		
Average Price / Unit		\$353,500	%	\$315,333	\$361,000	-13 %		
Price Ratio	%	98 %		97 %	99 %			
Days To Sell		13	%	60	39	52 %		
Active Listings at Month End	4	6	-33 %					
Strata Duplex (Side by Side)								
Units Listed	10	11	-9 %	98	88	11 %		
Units Sold	2	3	-33 %	44	35	26 %		
Sell/List Ratio	20 %	27 %		45 %	40 %			
Sales Dollars	\$992,500	\$1,191,500	-17 %	\$18,324,900	\$13,246,900	38 %		
Average Price / Unit	\$496,250	\$397,167	25 %	\$416,475	\$378,483	10 %		
Price Ratio	97 %	96 %		97 %	97 %			
Days To Sell	69	33	110 %	58	57	2 %		
Active Listings at Month End	33	35	-6 %					
Strata Duplex (Front and Bac	:k)							
Units Listed	1	0	%	27	27	0 %		
Units Sold	1	3	-67 %	13	7	86 %		
Sell/List Ratio	100 %	%		48 %	26 %			
Sales Dollars	\$340,000	\$1,296,000	-74 %	\$5,253,500	\$3,051,500	72 %		
Average Price / Unit	\$340,000	\$432,000	-21 %	\$404,115	\$435,929	-7 %		
Price Ratio	100 %	95 %		97 %	97 %			
Days To Sell	79	64	24 %	63	51	23 %		
Active Listings at Month End	6	10	-40 %					

		urrent Month			ear To Date	
	This Year	Last Year	% Change	This Year	Last Year	% Change
Recreational						
Units Listed	1	0	%	21	19	11 %
Units Sold	0	3	-100 %	3	6	-50 %
Sell/List Ratio	0 %	%		14 %	32 %	
Sales Dollars	\$0	\$580,000	-100 %	\$520,000	\$1,140,000	-54 %
Average Price / Unit		\$193,333	%	\$173,333	\$190,000	-9 %
Price Ratio	%	91 %		94 %	87 %	
Days To Sell		96	%	328	150	119 %
Active Listings at Month End	20	18	11 %			
Manufactured Home						
Units Listed	21	25	-16 %	220	234	-6 %
Units Sold	17	16	6 %	119	117	2 %
Sell/List Ratio	81 %	64 %		54 %	50 %	
Sales Dollars	\$1,837,400	\$1,386,200	33 %	\$14,093,753	\$13,702,200	3 %
Average Price / Unit	\$108,082	\$86,638	25 %	\$118,435	\$117,113	1 %
Price Ratio	94 %	92 %		95 %	93 %	
Days To Sell	69	104	-34 %	103	115	-10 %
Active Listings at Month End	116	130	-11 %			
Residential Lots						
Units Listed	38	30	27 %	284	314	-10 %
Units Sold	11	7	57 %	63	58	9 %
Sell/List Ratio	29 %	23 %		22 %	18 %	
Sales Dollars	\$2,793,000	\$1,511,500	85 %	\$17,366,650	\$17,616,967	-1 %
Average Price / Unit	\$253,909	\$215,929	18 %	\$275,661	\$303,741	-9 %
Price Ratio	93 %	91 %		93 %	118 %	
Days To Sell	140	115	21 %	142	182	-22 %
Active Listings at Month End	254	267	-5 %			
Residential Lots - Waterfront						
Units Listed	12	4	200 %	50	45	11 %
Units Sold	4	1	300 %	9	9	0 %
Sell/List Ratio	33 %	25 %		18 %	20 %	
Sales Dollars	\$2,735,000	\$160,000	1609 %	\$4,779,900	\$3,318,150	44 %
Average Price / Unit	\$683,750	\$160,000	327 %	\$531,100	\$368,683	44 %
Price Ratio	99 %	107 %		97 %	95 %	
Days To Sell	16	344	-95 %	56	202	-72 %
Active Listings at Month End	44	52	-15 %			

	C This Year	Current Month Last Year	% Change	Y This Year	ear To Date Last Year	% Change
Decidential Assesse	IIIIS Teal	Last real	% Change	Tills Teal	Last Teal	% Change
Residential Acreage						
Units Listed	21	24	-13 %	188	161	17 %
Units Sold	9	4	125 %	36	19	89 %
Sell/List Ratio	43 %	17 %		19 %	12 %	
Sales Dollars	\$3,182,900	\$984,000	223 %	\$10,589,528	\$4,397,700	141 %
Average Price / Unit	\$353,656	\$246,000	44 %	\$294,154	\$231,458	27 %
Price Ratio	94 %	73 %		90 %	83 %	
Days To Sell	161	282	-43 %	175	181	-3 %
Active Listings at Month End	223	198	13 %			
Residential Acreage - Waterf	ront					
Units Listed	7	9	-22 %	56	49	14 %
Units Sold	0	0	%	11	6	83 %
Sell/List Ratio	0 %	0 %		20 %	12 %	
Sales Dollars	\$0	\$0	%	\$13,648,000	\$1,829,000	646 %
Average Price / Unit			%	\$1,240,727	\$304,833	307 %
Price Ratio	%	%		84 %	89 %	
Days To Sell			%	173	287	-40 %
Active Listings at Month End	73	72	1 %			
Revenue - Duplex/Triplex						
Units Listed	4	2	100 %	42	30	40 %
Units Sold	2	2	0 %	14	14	0 %
Sell/List Ratio	50 %	100 %		33 %	47 %	
Sales Dollars	\$1,262,000	\$1,410,600	-11 %	\$8,460,000	\$8,986,100	-6 %
Average Price / Unit	\$631,000	\$705,300	-11 %	\$604,286	\$641,864	-6 %
Price Ratio	96 %	100 %		96 %	97 %	
Days To Sell	54	43	26 %	57	65	-13 %
Active Listings at Month End	11	13	-15 %			
Revenue - Multi Units						
Units Listed	1	0	%	22	23	-4 %
Units Sold	3	1	200 %	7	6	17 %
Sell/List Ratio	300 %	%		32 %	26 %	
Sales Dollars	\$2,064,000	\$640,000	223 %	\$5,753,000	\$4,386,100	31 %
Average Price / Unit	\$688,000	\$640,000	8 %	\$821,857	\$731,017	12 %
Price Ratio	97 %	99 %		97 %	91 %	
Days To Sell	51	86	-41 %	124	127	-2 %
Active Listings at Month End	17	14	21 %			

		Current Month		Year To Date				
	This Year	Last Year	% Change	This Year	Last Year	% Change		
Revenue - Apartment Block								
Units Listed	0	0	%	9	6	50 %		
Units Sold	0	0	%	1	1	0 %		
Sell/List Ratio	%	%		11 %	17 %			
Sales Dollars	\$0	\$0	%	\$4,300,000	\$1,600,000	169 %		
Average Price / Unit			%	\$4,300,000	\$1,600,000	169 %		
Price Ratio	%	%		144 %	82 %			
Days To Sell			%	82	259	-68 %		
Active Listings at Month End	5	4	25 %					
Revenue - Commercial								
Units Listed	8	5	60 %	73	51	43 %		
Units Sold	2	1	100 %	19	14	36 %		
Sell/List Ratio	25 %	20 %		26 %	27 %			
Sales Dollars	\$1,045,000	\$160,000	553 %	\$21,847,300	\$7,758,555	182 %		
Average Price / Unit	\$522,500	\$160,000	227 %	\$1,149,858	\$554,183	107 %		
Price Ratio	93 %	91 %		83 %	91 %			
Days To Sell	147	757	-81 %	160	213	-25 %		
Active Listings at Month End	62	59	5 %					
Revenue - Industrial								
Units Listed	0	0	%	1	2	-50 %		
Units Sold	0	0	%	0	1	-100 %		
Sell/List Ratio	%	%		0 %	50 %			
Sales Dollars	\$0	\$0	%	\$0	\$870,000	-100 %		
Average Price / Unit			%		\$870,000	%		
Price Ratio	%	%		%	79 %			
Days To Sell			%		153	%		
Active Listings at Month End	1	2	-50 %					
Business with Land & Building	g							
Units Listed	10	5	100 %	87	75	16 %		
Units Sold	1	1	0 %	18	11	64 %		
Sell/List Ratio	10 %	20 %		21 %	15 %			
Sales Dollars	\$1,078,000	\$372,000	190 %	\$11,204,458	\$7,781,837	44 %		
Average Price / Unit	\$1,078,000	\$372,000	190 %	\$622,470	\$707,440	-12 %		
Price Ratio	94 %	89 %		90 %	92 %			
Days To Sell	79	52	52 %	118	248	-52 %		
Active Listings at Month End	70	69	1 %					

		urrent Month	a/ a l	Year To Date				
	This Year	Last Year	% Change	This Year	Last Year	% Change		
Business Only								
Units Listed	6	10	-40 %	82	97	-15 %		
Units Sold	4	1	300 %	27	17	59 %		
Sell/List Ratio	67 %	10 %		33 %	18 %			
Sales Dollars	\$695,000	\$299,000	132 %	\$3,693,232	\$2,143,000	72 %		
Average Price / Unit	\$173,750	\$299,000	-42 %	\$136,786	\$126,059	9 %		
Price Ratio	74 %	85 %		89 %	85 %			
Days To Sell	270	221	22 %	210	201	5 %		
Active Listings at Month End	76	86	-12 %					
Motel/Hotel								
Units Listed	1	1	0 %	12	10	20 %		
Units Sold	1	1	0 %	0	1	-100 %		
Sell/List Ratio	100 %	100 %		0 %	10 %			
Sales Dollars	\$2,625,000	\$540,000	386 %	-\$1,175,000	\$540,000	-318 %		
Average Price / Unit	\$2,625,000	\$540,000	386 %		\$540,000	%		
Price Ratio	88 %	98 %		73 %	98 %			
Days To Sell	108	195	-45 %	108	195	-45 %		
Active Listings at Month End	11	10	10 %					
Lease - Office								
Units Listed	5	8	-38 %	32	42	-24 %		
Units Sold	0	1	-100 %	3	2	50 %		
Sell/List Ratio	0 %	13 %		9 %	5 %			
Sales Dollars	\$0	\$12	-100 %	\$51	\$22	131 %		
Average Price / Unit		\$12	%	\$17	\$11	54 %		
Price Ratio	%	%		%	%			
Days To Sell		523	%	188	426	-56 %		
Active Listings at Month End	37	45	-18 %					
Lease - Retail								
Units Listed	1	5	-80 %	37	31	19 %		
Units Sold	0	1	-100 %	9	11	-18 %		
Sell/List Ratio	0 %	20 %		24 %	35 %			
Sales Dollars	\$0	\$19	-100 %	\$1,015	\$203	399 %		
Average Price / Unit		\$19	%	\$113	\$18	510 %		
Price Ratio	%	%		107 %	%			
Days To Sell		407	%	77	237	-68 %		
Active Listings at Month End	32	40	-20 %					

		Current Month	0/ Change		ear To Date	0/ 01
Laras Maradanas	This Year	Last Year	% Change	This Year	Last Year	% Change
Lease - Warehouse						
Units Listed	0	0	%	1	0	%
Units Sold	0	0	%	0	0	%
Sell/List Ratio	%	%		0 %	%	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	1	0	%			
Lease - Industrial						
Units Listed	0	0	%	2	0	%
Units Sold	0	0	%	0	0	%
Sell/List Ratio	%	%		0 %	%	
Sales Dollars	\$0	\$0	%	\$0	\$0	%
Average Price / Unit			%			%
Price Ratio	%	%		%	%	
Days To Sell			%			%
Active Listings at Month End	2	0	%			
Lease - Other						
Units Listed	3	6	-50 %	50	65	-23 %
Units Sold	6	2	200 %	10	15	-33 %
Sell/List Ratio	200 %	33 %		20 %	23 %	
Sales Dollars	\$1,427	\$21	6861 %	\$1,483	\$252	488 %
Average Price / Unit	\$238	\$10	2220 %	\$148	\$17	782 %
Price Ratio	%	%		%	%	
Days To Sell	173	225	-23 %	162	155	5 %
Active Listings at Month End	46	54	-15 %			
Commercial Land						
Units Listed	5	6	-17 %	36	43	-16 %
Units Sold	0	0	%	0	11	-100 %
Sell/List Ratio	0 %	0 %		0 %	26 %	
Sales Dollars	\$0	\$0	%	\$0	\$8,637,000	-100 %
Average Price / Unit			%		\$785,182	%
Price Ratio	%	%		%	87 %	
Days To Sell			%		153	%
Active Listings at Month End	50	47	6 %			

Monthly Comparative Activity By Property Type

August 2014

	C	Current Month		Year To Date					
	This Year	Last Year	% Change	This Year	Last Year	% Change			
Grand Totals									
Units Listed	904	935	-3 %	9803	9574	2 %			
Units Sold	609	540	13 %	4677	4232	11 %			
Sell/List Ratio	67 %	58 %		48 %	44 %				
Sales Dollars	\$298,289,297	\$253,615,003	18 %	\$2,305,742,829	\$2,019,184,918	14 %			
Average Price / Unit	\$489,802	\$469,657	4 %	\$492,996	\$477,123	3 %			
Price Ratio	96 %	97 %		97 %	96 %				
Days To Sell	78	85	-8 %	72	79	-9 %			
Active Listings at Month End	4316	4593	-6 %						

Sales by Property Type	This Month							Last Month			This Month Last Year				
	2014 - August							2014 - July			2013 - August				
	Units	LM%	LY%	Average\$	LM%	LY%	Median\$	LM%	LY%	Units	Average\$	Median\$	Units	Average\$	Median\$
Single Family Greater Victoria	306	-13.6%	18.6%	\$618,480	3.1%	4.3%	\$541,450	-1.6%	0.3%	354	\$599,734	\$550,000	258	\$592,939	\$540,000
Single Family Other Areas	38	-7.3%	-24.0%	\$532,551	-10.0%	19.2%	\$446,250	-0.8%	9.4%	41	\$591,933	\$450,000	50	\$446,681	\$408,000
Single Family Total All Areas	344	-12.9%	11.7%	\$608,988	1.7%	7.0%	\$530,000	-2.3%	0.0%	395	\$598,925	\$542,750	308	\$569,196	\$529,950
Condos	151	0.7%	20.8%	\$321,081	0.6%	-6.5%	\$270,500	2.5%	-5.7%	150	\$319,036	\$264,000	125	\$343,343	\$287,000
Townhouses	56	-30.9%	-20.0%	\$397,455	-3.6%	-5.1%	\$370,000	-7.5%	-10.8%	81	\$412,386	\$400,000	70	\$419,030	\$415,000
Manufactured Homes	17	-5.6%	6.3%	\$108,082	9.8%	24.8%	\$100,000	11.2%	53.8%	18	\$98,433	\$89,950	16	\$86,638	\$65,000
Total Residential	568	-11.8%	9.4%							644			519		_
Total Sales	609	-10.6%	12.8%							681			540		
												·			
Active Listings	4,316	-5.6%	-6.0%							4,570			4,593		

Legend

Units: net number of listings sold

LM%: percentage change since Last Month

LY%: percentage change since This Month Last Year

Average\$: average selling price Median\$: median selling price

Active Listings: total listings on the market at midnight on the last day of the month